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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	JAN 1987	JAN 1986	JUL-JAN 1986/87	JUL-JAN 1985/86
AL Alabama	3,630	4,515	28,506	42,825
AK Alaska	187	0	914	0
AZ Arizona	270	56	933	209
AR Arkansas	12,972	6,659	22,845	23,366
CA California	6,855	3,532	34,468	25,565
CO Colorado	1,137	685	3,496	2,075
CT Connecticut	785	733	1,964	2,415
DE Delaware	4,296	4,532	15,806	11,953
FL Florida	19,952	20,861	72,588	82,005
GA Georgia	8,685	8,897	48,376	72,287
HI Hawaii	225	15	4,003	2,934
ID Idaho	4,447	2,159	14,280	12,170
IL Illinois	88,281	106,737	421,469	508,956
IN Indiana	52,009	62,338	209,209	289,468
IA Iowa	54,185	72,795	260,677	311,725
KS Kansas	3,030	2,822	13,331	16,721
KY Kentucky	20,780	22,374	64,947	72,421
LA Louisiana	6,686	5,008	39,787	18,553
ME Maine	944	1,134	2,519	2,968
MD Maryland	4,317	6,113	15,140	13,410
MA Massachusetts	630	662	2,670	2,547
MI Michigan	20,992	28,981	90,178	128,407
MN Minnesota	23,633	55,995	187,116	210,063
MS Mississippi	2,819	4,780	6,885	11,884
MO Missouri	26,849	31,387	120,747	119,998
MT Montana	649	1,462	4,846	5,422
NE Nebraska	5,314	4,293	13,672	14,829
NV Nevada	0	0	27	0
NH New Hampshire	46	60	198	258
NJ New Jersey	855	699	3,780	3,227
NM New Mexico	363	516	3,693	6,334
NY New York	4,798	3,470	31,228	34,171
NC North Carolina	13,252	5,686	45,036	40,638
ND North Dakota	2,731	3,436	13,899	12,803
OH Ohio	87,088	65,825	299,835	296,108
OK Oklahoma	1,396	1,040	9,217	8,968
OR Oregon	2,765	1,768	13,606	9,958
PA Pennsylvania	7,304	6,446	27,903	32,310
RI Rhode Island	0	180	360	933
SC South Carolina	2,350	33,387	28,891	58,781
SD South Dakota	937	2,029	4,904	5,587
TN Tennessee	22,525	13,907	50,591	64,772
TX Texas	11,713	11,017	57,993	62,263
UT Utah	787	1,530	1,938	9,155
VT Vermont	289	506	1,200	2,097
VA Virginia	7,717	19,201	42,322	57,205
WA Washington	4,141	3,812	19,648	19,733
WV West Virginia	251	302	984	1,267
WI Wisconsin	38,334	36,951	169,070	173,449
WY Wyoming	67	195	439	768
TOTAL U.S.:	584,268	671,488	2,528,134	2,905,961
CANADA				
AB Alberta	1,130	1,579	6,852	8,518
BC Brit. Columbia	251	973	7,547	1,819
MB Manitoba	1,445	1,294	9,091	8,294
NB New Brunswick	626	1,442	4,073	2,211
NF Newfoundland	0	216	0	519
NS Nova Scotia	222	436	1,427	3,393
ON Ontario	84,547	41,144	133,225	188,378
PE Pr.Edward Isle	556	315	4,131	2,315
PQ Quebec	40,761	8,390	60,722	70,773
SK Saskatchewan	3,864	504	7,236	2,712
TOTAL CAN:	133,402	56,293	234,304	288,932
EXPORT SALES:	246,085	182,502	1,983,850	1,322,297
TOTAL AGRICULTURAL:	963,755	910,283	4,746,288	4,517,190
Non-Ag U.S.	33,081	35,206	221,800	228,668
Canada	1,510	1,931	9,318	16,005
Exports	461	6,467	35,589	48,638
TOTAL NON-AGRICULTURAL:	35,052	43,604	266,707	293,311
GRAND TOTAL	998,807	953,887	5,012,995	4,810,501

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	303	542	1,485	1,122	178	3,630
AK Alaska	0	0	0	187	0	187
AZ Arizona	43	0	186	0	41	270
AR Arkansas	0	2,679	7,134	3,125	34	12,972
CA California	2,643	1,726	1,821	0	665	6,855
CO Colorado	580	0	453	64	40	1,137
CT Connecticut	0	61	724	0	0	785
DE Delaware	0	0	4,249	0	47	4,296
FL Florida	12,902	904	1,427	1,257	3,462	19,952
GA Georgia	2,426	61	3,230	1,397	1,571	8,685
HI Hawaii	0	0	159	0	66	225
ID Idaho	653	958	2,834	2	0	4,447
IL Illinois	1,898	61,718	14,051	10,316	298	88,281
IN Indiana	1,952	36,342	6,169	7,329	217	52,009
IA Iowa	305	31,117	17,006	5,690	67	54,185
KS Kansas	150	130	2,284	369	97	3,030
KY Kentucky	39	12,723	6,322	0	1,696	20,780
LA Louisiana	0	112	4,964	1,600	10	6,686
ME Maine	180	0	418	0	346	944
MD Maryland	0	0	1,968	2,327	22	4,317
MA Massachusetts	0	0	630	0	0	630
MI Michigan	(2,346)	18,311	4,406	547	74	20,992
MN Minnesota	106	7,774	14,712	950	91	23,633
MS Mississippi	0	0	909	1,877	33	2,819
MO Missouri	0	4,171	17,312	5,314	52	26,849
MT Montana	0	(265)	894	20	0	649
NE Nebraska	260	1,197	2,601	747	509	5,314
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	46	46
NJ New Jersey	0	372	209	214	60	855
NM New Mexico	0	0	196	0	167	363
NY New York	0	632	3,580	502	84	4,798
NC North Carolina	61	555	11,096	613	927	13,252
ND North Dakota	0	1,231	1,500	0	0	2,731
OH Ohio	5,956	57,041	21,875	2,080	136	87,088
OK Oklahoma	30	0	1,277	31	58	1,396
OR Oregon	0	183	2,555	0	27	2,765
PA Pennsylvania	327	904	5,001	903	169	7,304
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	182	0	1,396	497	275	2,350
SD South Dakota	0	332	574	31	0	937
TN Tennessee	905	8,526	12,389	627	78	22,525
TX Texas	2,022	2,751	5,984	456	500	11,713
UT Utah	46	0	739	0	2	787
VT Vermont	0	0	233	0	56	289
VA Virginia	120	372	6,687	442	96	7,717
WA Washington	2,424	329	1,327	22	39	4,141
WV West Virginia	0	243	0	8	0	251
WI Wisconsin	3,470	24,287	9,852	432	293	38,334
WY Wyoming	0	0	67	0	0	67
TOTAL U.S.:	37,637	278,019	204,885	51,098	12,629	584,268
CANADA						
AB Alberta	0	14	1,101	15	0	1,130
BC Brit. Columbia	22	60	142	27	0	251
MB Manitoba	17	97	1,144	187	0	1,445
NB New Brunswick	0	109	137	0	380	626
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	201	0	21	222
ON Ontario	27	75,812	8,447	13	248	84,547
PE Pr.Edward Isle	0	0	66	0	490	556
PQ Quebec	0	1,750	38,303	0	708	40,761
SK Saskatchewan	(116)	920	3,060	0	0	3,864
TOTAL CAN:	(50)	78,762	52,601	242	1,847	133,402
*EXPORT SALES:	184,305	28,923	24,547	3,111	5,199	246,085
TOTAL AG SALES:	221,892	385,704	282,033	54,451	19,675	963,755
NON-AG U.S.	23,736	-	-	9,228	117	33,081
NON-AG CANADA	1,038	-	-	449	23	1,510
*NON-AG EXPORTS	446	-	-	0	15	461
TOTAL NON-AG:	25,220	-	-	9,677	155	35,052
GRAND TOTAL	**247,112**	**385,704**	**282,033**	**64,128**	**19,830**	**998,807**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	3,537	0	0	1,382	4,919
Bangladesh	21,174	0	0	0	0	21,174
Brazil	0	4,668	6,411	0	0	11,079
China	23,173	0	0	0	0	23,173
Columbia	1,794	2,770	1,745	0	0	6,309
Costa Rica	7,058	0	958	0	1,587	9,603
Denmark	5,849	0	0	0	0	5,849
Dom. Republic	0	0	5,050	0	0	5,050
India	34,819	0	0	0	0	34,819
Indonesia	16,462	0	0	0	0	16,462
Italy	0	0	0	0	4	4
Japan	28,404	17,948	7,037	3,111	2,063	58,563
Korea	22,047	0	0	0	0	22,047
Malaysia	20,453	0	0	0	0	20,453
Mexico	324	0	0	0	163	487
Peru	2,748	0	0	0	0	2,748
South Africa	0	0	3,346	0	0	3,346
TOTAL AG:	184,305	28,923	24,547	3,111	5,199	246,085
NON-AGRICULTURAL						
Japan	50	-	-	0	0	50
Mexico	271	-	-	0	15	286
United Kingdom	125	-	-	0	0	125
TOTAL NON-AG:	446	-	-	0	15	461
TOTAL EXPORTS:	184,751	28,923	24,547	3,111	5,214	246,546

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	303	368	1,485	1,122	3,278
AK Alaska	0	0	0	187	187
AZ Arizona	0	0	31	0	31
AR Arkansas	0	2,551	6,431	3,125	12,107
CA California	0	0	0	0	0
CO Colorado	122	0	(82)	0	40
CT Connecticut	0	61	724	0	785
DE Delaware	0	0	4,249	0	4,249
FL Florida	12,857	904	1,427	1,257	16,445
GA Georgia	1,750	61	3,170	1,397	6,378
HI Hawaii	0	0	159	0	159
ID Idaho	0	16	202	2	220
IL Illinois	1,882	61,671	7,157	10,316	81,026
IN Indiana	1,952	36,342	6,169	7,329	51,792
IA Iowa	305	30,461	12,956	5,690	49,412
KS Kansas	0	0	183	263	446
KY Kentucky	39	12,723	5,431	0	18,193
LA Louisiana	0	0	3,536	1,587	5,123
ME Maine	180	0	418	0	598
MD Maryland	0	0	1,968	2,327	4,295
MA Massachusetts	0	0	630	0	630
MI Michigan	(2,352)	18,311	4,406	547	20,912
MN Minnesota	76	7,774	14,712	950	23,512
MS Mississippi	0	0	0	1,877	1,877
MO Missouri	0	4,000	10,232	5,232	19,464
MT Montana	0	(265)	879	20	634
NE Nebraska	(60)	838	1,002	747	2,527
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	372	209	214	795
NM New Mexico	0	0	0	0	0
NY New York	0	632	3,580	502	4,714
NC North Carolina	0	555	11,096	613	12,264
ND North Dakota	0	1,231	1,500	0	2,731
OH Ohio	5,956	57,041	21,875	2,080	86,952
OK Oklahoma	0	0	0	31	31
OR Oregon	0	33	684	0	717
PA Pennsylvania	303	904	3,194	878	5,279
RI Rhode Island	0	0	0	0	0
SC South Carolina	182	0	1,396	497	2,075
SD South Dakota	0	332	574	31	937
TN Tennessee	905	8,526	12,389	627	22,447
TX Texas	0	0	0	63	63
UT Utah	20	0	0	0	20
VT Vermont	0	0	233	0	233
VA Virginia	120	372	6,687	442	7,621
WA Washington	52	164	1,004	22	1,242
WV West Virginia	0	243	0	8	251
WI Wisconsin	3,455	24,287	9,836	432	38,010
WY Wyoming	0	0	51	0	51
TOTAL U.S.:	28,047	270,508	161,783	50,415	510,753
CANADA					
AB Alberta	0	14	1,101	15	1,130
BC Brit. Columbia	22	60	142	27	251
MB Manitoba	17	97	1,144	187	1,445
NB New Brunswick	0	109	137	0	246
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	201	0	201
ON Ontario	27	75,812	8,447	13	84,299
PE Pr.Edward Isle	0	0	66	0	66
PQ Quebec	0	1,750	38,303	0	40,053
SK Saskatchewan	(116)	920	3,060	0	3,864
TOTAL CAN:	(50)	78,762	52,601	242	131,555
*EXPORT SALES:	182,187	23,407	13,039	3,111	221,744
TOTAL AG SALES:	210,184	372,677	227,423	53,768	864,052
NON-AG U.S.	8,900	-	-	7,763	16,663
NON-AG CANADA	1,038	-	-	449	1,487
*NON-AG EXPORTS	175	-	-	0	175
TOTAL NON-AG:	10,113	-	-	8,212	18,325
GRAND TOTAL	**220,297**	**372,677**	**227,423**	**61,980**	**882,377**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	3,537	0	0	3,537
Bangladesh	21,174	0	0	0	21,174
Brazil	0	4,668	2,656	0	7,324
China	23,173	0	0	0	23,173
Costa Rica	7,058	0	0	0	7,058
Denmark	5,849	0	0	0	5,849
India	34,819	0	0	0	34,819
Indonesia	16,462	0	0	0	16,462
Japan	28,404	15,202	7,037	3,111	53,754
Korea	22,047	0	0	0	22,047
Malaysia	20,453	0	0	0	20,453
Peru	2,748	0	0	0	2,748
South Africa	0	0	3,346	0	3,346
TOTAL AG:	182,187	23,407	13,039	3,111	221,744
NON-AGRICULTURAL					
Japan	50	-	-	0	50
United Kingdom	125	-	-	0	125
TOTAL NON-AG:	175	-	-	0	175
TOTAL EXPORTS:	**182,362**	**23,407**	**13,039**	**3,111**	**221,919**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	174	0	0	178	352
AK Alaska	0	0	0	0	0	0
AZ Arizona	43	0	155	0	41	239
AR Arkansas	0	128	703	0	34	865
CA California	2,643	1,726	1,821	0	665	6,855
CO Colorado	458	0	535	64	40	1,097
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	47	47
FL Florida	45	0	0	0	3,462	3,507
GA Georgia	676	0	60	0	1,571	2,307
HI Hawaii	0	0	0	0	66	66
ID Idaho	653	942	2,632	0	0	4,227
IL Illinois	16	47	6,894	0	298	7,255
IN Indiana	0	0	0	0	217	217
IA Iowa	0	656	4,050	0	67	4,773
KS Kansas	150	130	2,101	106	97	2,584
KY Kentucky	0	0	891	0	1,696	2,587
LA Louisiana	0	112	1,428	13	10	1,563
ME Maine	0	0	0	0	346	346
MD Maryland	0	0	0	0	22	22
MA Massachusetts	0	0	0	0	0	0
MI Michigan	6	0	0	0	74	80
MN Minnesota	30	0	0	0	91	121
MS Mississippi	0	0	909	0	33	942
MO Missouri	0	171	7,080	82	52	7,385
MT Montana	0	0	15	0	0	15
NE Nebraska	320	359	1,599	0	509	2,787
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	46	46
NJ New Jersey	0	0	0	0	60	60
NM New Mexico	0	0	196	0	167	363
NY New York	0	0	0	0	84	84
NC North Carolina	61	0	0	0	927	988
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	136	136
OK Oklahoma	30	0	1,277	0	58	1,365
OR Oregon	0	150	1,871	0	27	2,048
PA Pennsylvania	24	0	1,807	25	169	2,025
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	275	275
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	78	78
TX Texas	2,022	2,751	5,984	393	500	11,650
UT Utah	26	0	739	0	2	767
VT Vermont	0	0	0	0	56	56
VA Virginia	0	0	0	0	96	96
WA Washington	2,372	165	323	0	39	2,899
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	15	0	16	0	293	324
WY Wyoming	0	0	16	0	0	16
TOTAL U.S.:	9,590	7,511	43,102	683	12,629	73,515
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	380	380
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	21	21
ON Ontario	0	0	0	0	248	248
PE Pr.Edward Isle	0	0	0	0	490	490
PQ Quebec	0	0	0	0	708	708
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	1,847	1,847
*EXPORT SALES:	2,118	5,516	11,508	0	5,199	24,341
TOTAL AG SALES:	11,708	13,027	54,610	683	19,675	99,703
NON-AG U.S.	14,836	-	-	1,465	117	16,418
NON-AG CANADA	0	-	-	0	23	23
*NON-AG EXPORTS	271	-	-	0	15	286
TOTAL NON-AG:	15,107	0	0	1,465	155	16,727
GRAND TOTAL	**26,815**	**13,027**	**54,610**	**2,148**	**19,830**	**116,430**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,382	1,382
Brazil	0	0	3,755	0	0	3,755
Columbia	1,794	2,770	1,745	0	0	6,309
Costa Rica	0	0	958	0	1,587	2,545
Dom. Republic	0	0	5,050	0	0	5,050
Italy	0	0	0	0	4	4
Japan	0	2,746	0	0	2,063	4,809
Mexico	324	0	0	0	163	487
TOTAL AG:	2,118	5,516	11,508	0	5,199	24,341
NON-AGRICULTURAL						
Mexico	271	-	-	0	15	286
TOTAL NON-AG:	271	-	-	0	15	286
TOTAL EXPORTS:	**2,389**	**5,516**	**11,508**	**0**	**5,214**	**24,627**